

Message Text

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PAGE 01 THE HA 02481 120401Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
-----121459Z 041277 /43
R 111445Z MAY 77
FM AMEMBASSY THE HAGUE
TO SECSTATE WAHDC 0467
USDOC WASHDC

LIMITED OFFICIAL USE THE HAGUE 2481

FOR STRAUSS ELON SIP/OPOD/OED/BIC

E.O. 11652: N/A
TAGS: MASS, NL
SUBJ: RAYTHEON BID FOR DUTCH AIR FORCE RADAR REQUIREMENT

REF: LEON/HARARY TELCON OF 10 MAY 77

1. AS SUGGESTED IN REF TEL CON, EMBASSY CONTACTED W. MELIS OF MIN OF ECON AFFAIRS CONCERNING RAYTHEON BID TO FILL DUTCH AIR FORCE REQUIREMENT FOR ELEVEN PRECISION APPROACH RADARS AND SIX AIR SURVEILLANCE RADARS. MELIS SAID THAT RAYTHEON IS A QUOTE SERIOUS CONTENDER UNQUOTE, AS IS PHILIPS, BUT THAT HE WAS QUOTE DISAPPOINTED UNQUOTE IN A MAY 2 LETTER FROM JAMES HILL OF RAYTHEON, WHICH CONTAINED NO NEW PROPOSALS. SPECIFICALLY, MELIS STATED THAT RAYTHEON'S CURRENT OFFER OF THIRTY PERCENT OFFSET WITH A POSSIBILITY OF AN ADDITIONAL THIRTY PERCENT WAS VAGUE, NOT CREDIBLE, AND APPEARED TO IMPLICITLY LIMIT THE AREAS IN WHICH THE OFFSET MIGHT BE REALIZED. AGAIN WITH REFERENCE TO THE MAY 2 LETTER, MELIS ADDED, THAT CONTRARY TO HILL'S STATEMENT, IF HOLLANDSE SIGNAAL APPARATEN SHOULD WIN THE CONTRACT TO SUPPLY THE US ARMY WITH A MOBILE AIR DEFENSE UNIT, THIS COULD NOT BE INCLUDED IN CALCULATING OFFSET FOR THE RADAR CONTRACT.

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2. MELIS DECLINED TO GIVE AN ESTIMATE OF WHEN THE DUTCH AIR FORCE RADAR CONTRACT WOULD BE AWARDED. HE IS CABLEING ABOVE TO HILL IN RESPONSE TO HIS MAY 2 LETTER.
MCCLOSKEY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: MILITARY ASSISTANCE, PROPOSALS (BID), RADAR EQUIPMENT, AIR FORCE
Control Number: n/a
Copy: SINGLE
Sent Date: 11-May-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977THEHA02481
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770167-0869
Format: TEL
From: THE HAGUE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770568/aaaacgmn.tel
Line Count: 61
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 60633096-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2556805
Secure: OPEN
Status: NATIVE
Subject: RAYTHEON BID FOR DUTCH AIR FORCE RADAR REQUIREMENT
TAGS: MASS, NL, US, RAYTHEON
To: STATE COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/60633096-c288-dd11-92da-001cc4696bcc
Review Markings:
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